

SEPTEMBER 18, 1954

LEATHER AND SHOES

The Magazine for Executives

Brown-Regal Merger Vote

Compo Eyes Shoe
Products Market

Big Packer Strikes Spread

New Process For Pickling
Sheepskins

Shoe Merger Probe Fades

Edna Floods Many Cellars



Up **407%**

PER
CAPITA
INCOME

Consumer Shoe Prices

Lower Now, In Ratio To Income,
Than At The Height Of The
Depression

Up **134%**
FACTORY
SHOE
PRICES

Down **57%**

FACTORY SHOE
PRICES IN RATIO
TO PER CAP. INCOME



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that helps sell your shoes**

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	12			21			24	Tri
	14		16 x 74	11	NW	138 x 21	12	
	16			12	NW		13	
16 x 2	9	NW		13	NW		14	
	10	NW		14	NW		15	
	11	NW		16	NW		16	
	12	NW		18	NW		18	
	12	ExNW	128 x 2	14	Tri		20	
	13	NW		15	Tri	138 x 22	11	NW
	13	ExNW		16	Tri		12	NW
	14	NW		18	Tri		13	NW
	16	Tri		20	Tri		14	NW
	16	NW		22	Tri		15	NW
	18	NW	128 x 3	12			16	NW
	19	NW		13			16	Tri
	21	NW		24			18	Tri
16 x 4	10	NW	128 x 4	10	NW		18	NW
	11	NW		11	NW		20	NW
	12	NW		12	NW		20	Tri
	13	NW		13	NW		21	NTw
	14	NW		14	NW		22	NW
	16	NW		15	NW		22	Dis
	18	NW		16	NW		23	NW
16 x 6	12	NW		18	NW	135 x 1	12	
	13	NW		20	NW		14	
	14	NW		22	NW		16	
	16	NW	128 x 20	13	Tri	135 x 5	14	
	18	NW		14	Tri		16	
	21	NW		15	Tri	135 x 6	12	NW
16 x 73	11			16	Tri		13	NW
	12			18	Tri		14	NW
	14			20	Tri		16	NW

LISTEN TO THIS!

Soiled shoes. For decades, any tourist visiting Cairo, Egypt, is plagued by a plethora of souvenir-sellers, lemonade hawkers and shoeshine boys. The shoeshine boys in particular have been notorious for their annoying tricks in attempting to drum up business from reluctant customers. One favorite device is to throw mud on the clean shoes of visitors. Now, however, the government has stepped in with a military-type police force assigned to arresting the mud-slinging kids.

Calling Dr. Arthur Murray. Arthur Murray, renowned dancing teacher, has set up a "medical research bureau" in his New York dancing studio to gather data on people's feet. "Facts" already announced by the bureau: 9 out of every 10 Americans suffer from foot ills because of ill-fitting shoes or the habitual wearing of high heels. Among the bureau's services is advice on buying shoes.

Education pays. Here's a tip to shoe factory sales managers. Surveys have found that cities in which adults have completed from 11 to 12 years of school have 20 percent higher retail sales per capita annually than cities



MOTORIST SHOES with "gas-pedal arch" and "motor-tread non-skid soles" for easier car driving—a special shoe introduced by Geo. E. Keith Co., Brockton, Mass. Half of car driving is done with the feet, it's found, so the special shoe is for more efficient, less-tiring driving.

whose adults have completed only 8 to 9 years. Several reasons are cited, the two most important being that (1) higher income usually goes with higher education—and hence the ability to buy more; (2) higher income usually leads to higher social levels in the community—and the need or desire for more goods of all kinds to comply with social environment.

British chains. Chain stores in Britain (England, Scotland, Wales) have grown enormously in the past half century. Today the chains with 25

stores or more have a total of 4,800 outlets accounting for a total of \$189 millions in volume; those with 10-24 stores have a total of 613 stores doing an annual volume of \$20 millions; those with 5 to 9 stores have a total of 605 stores doing a volume of \$16 millions. Those with 2 to 4 stores comprise a total of 5,400 stores with a volume of \$100 millions.

Shining gloves. A British firm is now marketing illuminated leather gloves for cyclists to make night riding safer. A small battery is pocketed in the glove, lights up a small red bulb when pressed with the fingers.

Executive salaries. The nation's 2,500,000 industrial executives average a family income of about \$10,000 a year, according to a recently completed survey. Some 67 percent of this group earn only between \$5,000 and \$10,000 annually. Half of all management have incomes above \$7,500, while the other half range between \$3,000 and \$7,500. As to age, 41 percent are under 35; 28 percent are between 35 and 44; another 25 percent are between 45 and 59; while 6 percent are over 60. Better than 80 percent went to college (57 percent graduated).

LEATHER AND SHOES

Vol. 128

September 18, 1954

No. 12

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Departments

Editorial	6
News X-Ray	8
News	11
Deaths	24 & 38
Military Buying	24
Leather Markets	25
Tanning Materials	27
Hides and Skins	28
People	31
News Quicks	34
Canadian Notes	36
Want Ads	37
Coming Events	38
Index to Ads	38



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LEATHER and SHOES, The Magazine for Executives, published weekly by The Rumpf Publishing Co., 300 West Adams St., Chicago 6, Ill.

Cable address: HIDELEATH. Subscription price: United States, \$5.00; Canada, \$6.00; Foreign, \$7.00. Single copies, 15c; back copies, 30c. Entered as second class matter Jan. 19, 1948, at Chicago, Ill., under Act of March 3, 1879. Additional entry at Boston.



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Open-To-Buy Policy Trend Moves Into Leather Business

The Same Retail Buying Patterns That Affected The Shoe Industry, Are Now Jelling In The Leather Industry

A strange, subtle phenomenon is taking place in the leather industry. It's a slow shifting of currents that's going to cause some corresponding shifts in the industry's sales lanes.

It's simply this. There is an increasing demand for leathers purchased as isolated "items"—leathers with some particularly fresh and promotable feature that can help create a "hot item" shoe that can be sold on its individual merits rather than as part of a seasonal line.

Let's explain it this way. Several years ago this same trend began in shoe business. Retailers tended toward open-to-buy policies. This meant, in effect, that less of their money was spent in a lump at a given time for lines of shoes in advance of season. More money was kept in reserve for open-to-buy purposes—to buy a "hot item" with promise of quick turnover at a nice profit.

Today, this open-to-buy policy, the reserve for hot items, has become an important retail buying practice. Shoe manufacturers of course have adapted to it. It has created changes in production and selling and delivery schedules and practices. It has been partly responsible for the growth of in-stock departments. And perhaps most important of all, it has made the "hot item" shoe a significant part of the shoe industry and shoe business.

Now, a very similar pattern has begun to take place in the leather industry. The way retailer buying policies shifted, so shoe manufacturer buying policies are beginning to shift in regard to leathers. While "seasonal lines" of leathers will still comprise the bread-and-butter and volume aspect of leather business, as it does in shoe business, there will be

increasing demand for special items — the special-feature leathers, the promotable leathers, the leathers with outstanding merchandising traits.

This doesn't mean a shift to novelty or "fad" types of leathers, or the gimmicked items (though some novelty leathers are getting a surprising amount of sampling). Rather, the sought special-item leathers are those that comply with current fashions, with consumer tastes and wants, yet have characteristics that make them "different."

For example, when the perennial cry of retailers for "something different" arises, it isn't met with an influx of unconventional shoe patterns presented for their mere novelty value. Instead, the shoe — the "hot item"—fulfills all practical demands, yet comprises a fresh version that holds promise of meeting with retailer and consumer appeal.

We have in several editorials in the recent past implied this changing current taking place in shoe and leather business—the movement toward a demand for "new" features in materials, designs, colors. It is now jelling more realistically, taking more concrete form.

For example, the interest in high colors for men's and juvenile shoes has come as quite a surprise to many tanners. A similar interest in "new" materials has also taken place. Note, for instance, the phenomenal public acceptance of rubber-fabric footwear; the interest in the new woven leathers; the interest in lustre and other "different" finishes.

While all these can be called part of a general fashion trend, it's also part of perhaps an even more basic and important trend: the increasing interest and demand for "special"

leathers which contribute added selling features—promotional features—to the shoe.

What's behind all this? This may be an important cue. The shoe industry is becoming more and more impressed with a significant fact: about half of all the shoes sold annually in this country are purchased for basic needs — because the individual needs a pair of shoes for simple, practical purposes. It's estimated that a per capita shoe consumption of around 1.5 pairs would be sufficient for such basic needs.

That signifies that the remaining half of all our shoes are purchased for fashion or "desire" purposes: because the shoe looks pretty and is bought on impulse; or because it serves a special-occasion purpose; or because it coordinates with a certain costume; or just because the individual is tired of looking at the old pair (which may still be in serviceable condition) and wants a "new look" on his or her feet.

This suggests an important conclusion: that if shoe sales and per capita consumption is to be made to move at a faster pace, it must be done primarily through this "extra-pairage" business — purchases made beyond purely basic footwear needs.

That leads to what? It means creating products with special or added features that inspire impulse buying or "desire buying"—the purchases made beyond those used to supply basic needs. This theme of "impulse buying" has permeated many industries. Today every conceivable trick and scheme is used to motivate impulse buying—everything from point-of-sale displays to special packaging. The fact that the practice is growing is evidence that it works.

It is the same force which to a large degree created the trend toward more open-to-buy and hot-item buying in shoe business. And it's the same force that is now beginning to make itself felt in leather business. In short, what happens to shoe business can be expected in large part to happen ultimately to leather business.

We cite all this because we believe it's to the advantage of the leather industry to be fully alerted to this trend. For in keeping pace with it, and in taking advantage of it, it can make a real contribution to the shoe industry — and naturally make an added contribution to its own prosperity.

Reprints of the editorial at nominal cost: Up to 100, 10¢ each; 200-500, 5¢ each; 1000-3000, 2½¢ each; 5 or over, 1½¢ each.

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news X-Ray

New England weathers Edna — but trade may plan on Florida vacations next season . . . Shoe supplies field may become free-for-all . . . Manufacturers' Merchandising Clinic a hit.



Hurricane Edna — New England's second hurricane in 11 days — didn't wreak quite as much havoc as her sister, Carol, but reports of her handiwork are still coming in. Almost a week after Edna slashed her way through Massachusetts, then swung up the coast to hit New Hampshire and Maine, reports are still coming in of flooded cellars and other water and wind damages to New England shoe factories and tanneries.

Most plants were back in operation the Monday following the storm. Unlike Carol, Edna didn't knock out power facilities for long. One reason was hard experience gained in Carol's aftermath. But many plants in the Brockton, Peabody, Salem areas of Massachusetts suffered water damage as did quite a few in New Hampshire and the Auburn-Lewiston area of Maine. It's getting so that shoemen and tanners are now planning to spend next September in Florida and forego their usual winter vacation there. One way to get out of the hurricane zone.



News that Compo Shoe Machinery Corp. has cast its hat into the shoe supplies ring—as a distributor—comes as no surprise. Necessity of United Shoe Machinery Corp.'s disposing of its shoe supplies setup by Jan. 1958 (per court decree) opens the door for veritable free-for-all.

First indication of what is about to happen came last week when USMC assistant general manager Willard Howard announced he was resigning in order to form National Shoe Products Corp. in Boston (See L&S, issue of Sept. 11). Howard said he will confine his distributing activities to those supplies which United does not manufacture itself or are not made by a firm in which USMC owns 20% or more of the stock. This gives Howard—and others—the green light on a wide variety of supplies, including abrasives, adhesives, belting, wire nails, screws, needles, sharpening stones, tapes, many tools and a host of other supplies.

Compo has been supplying shoe findings to the industry for past quarter century. Now it is negotiating with half a dozen or more of the shoe supplies manufacturers for which United has acted as distributor to the shoe industry for years. So are other interests. Even before

1958, Judge Wyzanski's historic decree will have radically changed the shoe supplies picture.



And now comes news that stockholders of Brown and Regal Shoe Co.'s will finally be given the opportunity to vote on a merger. Come Oct. 29, Regal stockholders will be offered one share of Brown Shoe common for each eight shares of Regal common.

Merger has been industry's most famous on-again, off-again deal. Time after time, Brown has been unable to obtain the stock majority it requires to gain control of Regal. At present, Brown owns 246,105 shares of Regal's 512,098 shares outstanding—less than the necessary 50%. And General Shoe Corp. and interests have been reported as holding a good block of Regal stock. Now Brown says it has cracked the bottleneck by arranging to acquire an additional 180,229 Regal shares from five large Regal stockholders on the eight to one basis. Result, Brown will hold 426,334 Regal shares or over 83% of total.



Shoe Manufacturers' Merchandising Clinic held in New York during Leather Show looks like outstanding success. Although details are not available (press was barred), enough slipped through the "veil of secrecy" to indicate a meaty session.

Best comment-arouser was talk by Oscar Wilkerson of Amos Parrish & Co. Wilkerson revealed analysis of two national surveys conducted by Parrish outfit among shoe and allied buyers and manufacturers' representatives. Surveys designed to uncover what shoe buyers and sellers liked or disliked about each other.

Overall, buyers like salesmen for the following: for helping buyer in his job, offering good merchandising and sales ideas, keeping promises on deliveries. They dislike salesmen who seemed interested only in getting order, tried to overload them, don't understand the retailers' problems, don't know their business.

Salesmen like buyers for appreciating their lines, accepting their help and advice and reordering regularly. They dislike buyers for not giving their lines the importance they deserve, failing to confirm orders, "knowing it all," not promoting the lines, and playing one line against another.

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LEATHER AND SHOES



The Magazine for Executives

STRANGE BUT TRUE

Shoe Prices Are Lower Today Than During The Depression

A Special Study Reveals That Relative To Per Capita Income, Consumers Pay Less For Shoes Today Than In 1933

The public today is paying less for its shoes, in ratio to its income, than at the height of the depression in 1933—and perhaps less than at any time in U. S. history.

This fact, brought out in a special Leather And Shoes economic study, probably comes as a surprise to most of the shoe and leather industry. The industry has been repeatedly proclaiming that shoes today represent one of the "best values" of all commodities—but probably hasn't fully realized how true that statement rings when the actual figures are studied.

First, here are the basic findings:

In the 20-year period 1933 to 1953, per capita income rose 407 percent, from \$337 in 1933 to \$1,709 in 1953.

Factory shoe prices increased 134 percent—from \$1.57 to \$3.67.

Thus in 1953 the American consumer paid 57 percent less for his shoes, in ratio to his income, than he did at the height of the depression in 1933. In fact, today the consumer is probably paying less for his shoes, in ratio to his income, than at any other time in U. S. history.

Now, let's show this in a more detailed analysis. We'll start on the basis that the average consumer buys three pairs of shoes a year (per capita consumption).

In 1933 the average factory price per pair of shoes was \$1.57. Multiplied times three pairs the total is \$4.71. The per capita income in 1933 was \$337. Thus the factory cost or

price for the consumer's three pairs of shoes in that year amounted to 1.4 percent of his per capita income.

Now let's jump up to 1953. Here the average factory price per pair was \$3.67. Multiplied by three it amounts to \$11.01. The per capita income was \$1,709. Thus the factory price for the consumer's three pairs in that year came to only 0.6 percent of his per capita income.

Therefore, in 1953 the consumer paid 57 percent less, as against his income, for his shoes than he did in 1933. (See Table 1)

And in 1954, because current average factory shoe prices have dipped to about \$3.60, the consumer is paying even less than he was in 1953.

But what about retail shoe prices—the prices the consumer is actually paying? If analyzed from this angle we have a change in the figures, but the proportions remain constant. In short, the consumer will still be found

to be paying half as much for his shoes, in ratio to his income, as he was in 1933.

Let's view it from another way: In 1933, the consumer spent 2.15 cents of each dollar of income on shoes. In 1953 it amounted to only 1.18 cents of each dollar—or a little less than half of what was spent, proportionately, in 1933.

There's still another interesting view to emphasize this point. In 1933 the nation's 122 million people spent a total of \$887 millions on shoes. This averaged out to \$7.30 spent by each person on shoes.

In 1953 the nation's 161 million people spent a total of \$3,300 millions on shoes, or an average of \$20.50 per person.

Thus, while average per capita income rose 407 percent in this period, the amount spent on shoes rose by less than 200 percent. Again, it illustrates that today's consumer is spending only about half of what he spent on shoes in ratio to his income. (See Table 2.)

Are today's shoe retailers taking a larger percentage of markup on shoes than they did in 1933? It doesn't appear so. In 1933 the average factory price was \$1.57, and the average retail selling price was about \$2.58—an approximately 40 percent markup. In 1953 the average factory selling price was \$3.67 a pair, and the average retail selling price was

Table 1
Per Capita Income Is Far Outpacing Consumer Shoe Prices

Year	Per Capita Income	Avg. Factory Shoe Prices	Avg. Factory Cost Of 3 Pairs Of Shoes*	% Factory Shoe Prices (3 Pairs) To Per Cap. Income
1933	\$ 337	\$1.57	\$4.71	1.4%
1938	495	1.71	5.13	1.0
1943	1,048	2.41	7.23	0.7
1948	1,410	3.75	11.25	0.8
1953	1,709	3.67	11.01	0.6
% Change, '33 to '53	+407%	+134%	+134%	-57%

*Based on aver. consumer purchases of three pairs a year.

Table 2
Shoe Price And Spending Changes, 1933 To 1953

Year	Population (mill.)	Per Capita Income	Total Spent On Shoes (mill.)	Per Cap. \$ Spent On Shoes	% of Per Cap. Income Spent On Shoes
1933	122	\$ 338	\$ 887	\$ 7.30	2.15%
1953	161	1,709	3,300	20.50	1.18
Change '33-'53	+24%	+407%	+272%	+181%	-45%

\$6.50 — a little higher ratio than existed in 1933. (See Table 3).

Now, there has been much disturbing talk in the industry to the effect that shoe business isn't maintaining its share of the consumer dollar. Some 20 years ago we used to average about two cents on each consumer dollar spent annually. In recent years it has declined steadily so that today it's around 1.5 cents of each dollar.

However, let's presume that the industry had maintained its former share of two cents on the consumer's spending dollar. The latter in 1953 was about 5½ times what it was in 1933. Consumer spending on shoes in the same period rose about 3½ times from \$887 millions to \$3,300 millions. Had this kept pace with consumer spending, we should have sold \$5 billions worth of shoes. And if shoe production had kept the same pace with the 5½ times increase in consumer spending, we'd today be making nearly two billion pairs of shoes.

Obviously these are virtually impossible figures to conceive. The fact that today we're getting only 1.5 cents of the consumer spending dollar in contrast with two cents before, signifies one important thing that has generally been overlooked. Shoes are a *basic* product. Shoes are one of the first items to get a piece of the consumer dollar. But when basic needs are purchased, the ratio of spending on that item levels off.

Luxuries will have a hard time in depressed years, good times in prosperous periods. Sales and consumption of luxuries are in direct ratio to consumer incomes. Basics are much less so.

An example. Furniture isn't a basic commodity in the true sense. It can be made to last longer before

a new or replacement purchase is made. In 1933, furniture got a little less than one cent of the consumer spending dollar, whereas in 1953 it got 1.55 cents, an increase of 63 percent. By contrast, expenditures for clothing, in terms of a percent of the consumer dollar, showed virtually no change between 1933 and 1953.

As to shoes, in 1933 the consumer spent 1.91 cents, whereas in 1953 it was only 1.53 cents. Also significant, in 1933 the consumer spent 0.21 cents to repair his shoes, whereas in 1953 it dropped to only 0.11 cents—indicating that the consumer was striving to get as much wear as possible out of his shoes in 1933, but today finds it less economically necessary to do so.

Summing up this particular point, the growth of the economy (national income, per capita income, consumer expenditures) has far outpaced spending on shoes and other basic commodities which can be expected to show simply normal growth. The windfall has been for luxury and non-basic items, both durables and non-durables, along with services.

The industry nevertheless has made appreciable strides in increasing per capita consumption. There has been a rise of about one-quarter of a pair per capita between 1933 and 1953 (almost wholly accounted for by women's, misses' and children's shoes). The over-all increase of 150 million pairs has been accounted for almost entirely by a population growth.

But there are some interesting conclusions to this study. First, shoe merchants who attempt to take solace behind the curtain of the plaint that "people haven't got it to spend," are sharply contradicted by the cold figures and facts. In many instances, sellers of other goods have obviously done a more effective selling job than sellers of shoes.

This is somewhat ironic. The industry has done a fine job in holding the line on prices. Relative to per capita incomes, shoe prices today are nearly 60 percent below what they were in the depression year of 1933. Moreover, the shoes are better in

quality, in styling, in construction, in fitting features, etc. In short, the industry has enabled the consumer to buy a much better product at much lower prices. Yet it has made comparatively slow progress in getting people to buy more pairs of shoes.

This in no sense need be regarded as a failure but rather as posing a splendid opportunity for the industry to reappraise its markets and merchandising practices.

Carol And Edna Hit Russell

As a result of hurricanes Carol and Edna, the Russell Wood Heel Co. in Plaistow, N. H., faces a reconstruction task for the second time this year.

Two months after a disastrous fire at the plant, where production was resumed only a short time ago, the violent storms wrecked the firm's new one-story wooden finishing department building. The main portion of the plant's new blower system was blown from the roof of a nearby brick building and deposited in a field.

Although New Hampshire escaped the full fury of the hurricane, the southeastern part of the state, including Plaistow, suffered the greater part of the Granite State's total damage, estimated to have been in excess of \$5,000,000. Many shoe factories in various parts of the state had mid-day closings as a result of warnings of the approaching storm.

Boston Opens Saturday

Boston's next Spring Market Week will open on Saturday, Oct. 2, rather than the customary Sunday, Maxwell Field, shoe manager and executive vice president of the sponsoring New England Shoe and Leather Association, reports.

The opening date this fall has been advanced one day to avoid interfering with the holidays, Field said.

More than 200 volume shoe manufacturers from New England, New York, Pennsylvania and other states have already reserved exhibit space at the Statler and Touraine Hotels in Boston. Other lines will be on display at sales offices on Lincoln and Essex Sts. The important shoe buildings—210, 129, 136 Lincoln St.—will be open all day Sunday, Oct. 3. The show continues through Wednesday, Oct. 6.

Table 3
Retail Markup
1933 And 1953

Year	Aver. Factory Price	Aver. Retail Price	Aver. Percent Markup
1933	\$1.37	\$2.37	39%
1953	3.67	6.59	44%



Spring Shoe Styles from St. Louis

Trend-setting silhouettes and colors for Spring 1955 were featured recently in a showing conducted by the Shoe Fashion Board of St. Louis for members of the St. Louis Fashion Group, Fashion Creators, shoe manufacturers, shoe retailers and members of the allied trades at the Statler Hotel in St. Louis.

Shoes given special recognition included (top row) a pink lustre calf bareback sandal with rhinestone trim and slender high heel, by Delmanette; a scarlet red casual with sharp contrast trim and cushion-y sole, by Rhythm Step; (second row) a sling pump with wide open toe and dainty button vamp trim in two-tone beige calf, by Velvet Step; avocado calf in draped vamp pump with wide open toe and low shank line, by Delmanette; a ginger calf mid-heel pump with beige collar and heel, by Risque; (third row) tapered toe closed pump in two-tone grey with tiny bow vamp decor, by Valley; a yellow flattie with wide open toe and jewelled vamp treatment, by Penaljo.

THE DAY APPROACHES

Stockholders To Vote On Brown-Regal Merger

The long-awaited but much postponed merger of Regal Shoe Co., Whitman, Mass., into Brown Shoe Co., St. Louis, appears just around the corner.

Stockholders of both companies of record Sept. 29 will meet Oct. 29 in New York to vote on the proposed merger. Proxies will be mailed to stockholders on Sept. 24.

Under the merger proposal, Regal stockholders will be offered one share of Brown common stock in exchange for eight shares of Regal stock, according to Eugene McCarthy, vice chairman of Brown.

Although Brown now owns only 246,105 shares of Regal's 512,098 shares outstanding, McCarthy said Brown has arranged to acquire another 180,229 Regal shares on the one-for-eight basis. This would give Brown a total of 426,334 shares or slightly more than 83 percent of Regal's outstanding stock—enough to give Brown control.

Actually, the additional 180,229 shares will come from the five largest individual stockholders of Regal shares, McCarthy said. Brown needs a two-thirds vote of Regal stockholders in favor of consolidation under Massachusetts laws.

If the merger is voted, the merger will be effective Nov. 30. Present plans call for the Regal plant in Whitman to continue in operation, McCarthy said, as well as the Regal retail shoe chain consisting of some 110 stores and leased departments over the U. S. Sales last year totaled \$9.6 million.

"BIG TWO" HIT

Armour And Swift Slowed By Walkouts

Sporadic work stoppages and spontaneous slowdowns during the past week combined to hamper operations at two of the nation's biggest packers—Armour & Co., and Swift & Co.

The walkouts and slowdowns were the result of failure of the two companies to come to terms with officials

of CIO United Packinghouse Workers of America. Both the CIO and the AFL Amalgamated Meat Cutters and Butcher Workmen are currently negotiating new contracts with all four big packers, although only Swift and Armour have been affected by walkouts.

Officials of United Packinghouse Workers contend the walkouts are "spontaneous demonstrations" by workers dissatisfied with the slow pace of negotiations. The union is seeking a substantial wage increase and other benefits including a shorter work week, guaranteed annual wage and broader severance allowances.

At Des Moines, Ia., 1,000 production workers at the Iowa Packing Co., a Swift & Co. subsidiary, were under "indefinite" suspension on charges that they staged a slowdown recently.

They returned to work after a five-day suspension for an alleged "wildcat" walkout last week.

At Oklahoma City, Okla., full production was due to resume at the Armour Plant, where about half of 400 suspended workers reported for duty on schedule. The rest were expected to return. Walkouts last week hit Swift plants at Omaha and Sioux City, Ia.

Contracts cover an estimated 100,000 employees of the "Big Four" and set the pattern for another 100,000 employees of independent packing companies across the country.

CIO contracts with the major packers expired Sept. 1. AFL agreements expired Aug. 11. They have been continued on a day-to-day basis.

Seek Claremont Vote

A National Labor Relations Board election is sought by officials of the United Shoe Workers of America, CIO, for the 240 employees of the Claremont Shoe Co. in Claremont, N. H., whose plant was closed after 90 workers went on strike.

J. P. Klaubauf, president of the firm, said the partial walkout had made it impossible for the plant to maintain any continuity in production.

According to George Fecteau, regional director of the USWA, the dispute arose when cutters walked out in a protest over wages and working conditions.

The Claremont plant was not organized at the time, Fecteau said, but the strikers asked the union for assistance and a picket line was thrown around the entrances to the plant.

IDEA EXCHANGE

Field Proposes World Shoe Forum

A dramatic new plan for launching international shoe forums at which Government and industry leaders from the United States, Great Britain and Canada can get together and exchange ideas was proposed this week by Maxwell Field, executive vice president of the New England Shoe and Leather Association.

Field told a luncheon meeting of shoe executives from the United States and Canada that an annual forum would enable the three countries to incorporate the best of each into their shoe manufacturing industries. He said the plan should be considered by the different shoe associations in each country.

The New England association head addressed a luncheon meeting of the North American Shoe Superintendents', Foremen's and Allied Trades Association held Sept. 18 in Kitchener, Ontario, Canada. He pointed out that subjects of vital interest to both the industry and Government of each nation could be worked out mutually and results of research on various shoe problems could be exchanged.

Comparing shoe manufacturing operations in Canada and the United States, Field emphasized the fact that lower production costs here have resulted in the highest per capita shoe production over the world. He added that modern merchandising methods and increased emphasis on fashion have contributed materially to the nation's yearly half billion production and sales rate.

The New England shoe industry, he said, has benefitted from the many French-Canadian workers among the 75,000 shoe workers now employed in its factories.

He pointed out that in 1953 U. S. shoe exports to Canada totaled over 1,500,000 pairs valued at over \$4,000,000. During this time, the U. S. imported the same pairage from Canada but dollar value was halved since imports were mainly women's shoes and imported house slippers.

Similarly, the United States exports hides and skins valued at \$8,500,000 to Canada each year while importing some \$4,700,000 worth, he said.

RIGHT AND WRONG OF IT

Shoe Buyer-Salesman Survey Reveals Pet Hates

When it comes to shoes, what's right with the salesmen? What's right with the buyer? And what's wrong with them?

The answers were unfolded a few days ago at the shoe merchandising clinic of the National Shoe Manufacturers Association at New York, when results of surveys were read off.

The surveys were conducted recently among shoe and allied trades' buyers' and manufacturers' representatives by Amos Parrish and Co., and included in a talk given by Oscar Wilkerson of the Parrish firm at the Merchandising Clinic.

Here's what buyers like about salesmen:

30.2 percent of buyers find salesmen trying to do a good job for both buyer and seller.

26.4 percent find salesmen offering good merchandising and sales ideas.

11.4 percent find salesmen know what is selling in the shoe market.

11.3 percent find salesmen keep their delivery promises.

And here's what some buyers *don't* like about salesmen:

36.8 percent find salesmen interested only in getting an order.

22.4 percent find salesmen trying to oversell.

11.3 percent feel salesmen don't understand problems of the retailer.

8 percent think many salesmen don't know their business.

Conversely, here's why salesmen like certain buyers:

35.9 percent find buyers appreciate their line of shoes.

24.3 percent find buyers willing to listen and accept suggestions.

15.4 percent say many buyers reorder regularly.

But salesmen *don't* like some buyers for these reasons:

34.9 percent say buyers don't give their lines the importance they deserve.

14.7 percent say buyers think they know it all.

12.6 percent find buyers fail to confirm many orders.

9.3 percent say buyers don't promote their lines properly.

9.1 percent say buyers play one line against another.

Buyers said they favor some manufacturers because:

28.3 percent said they keep their promises on delivery dates, etc.

22.2 percent find manufacturers keep their quality standards high and dependable.

15.6 percent say manufacturers have desired merchandise at the right price.

12.3 percent find manufacturers have strong national advertising and sound advertising policies.

6 percent say manufacturers have quick reorder service.

7 percent like manufacturers because of other reasons.

And finally, here's why buyers dropped some manufacturers last year:

22.8 percent found better values elsewhere.

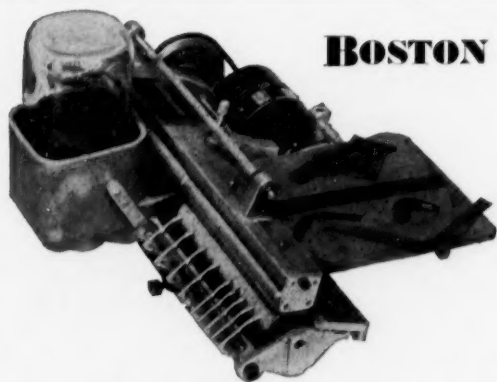
22 percent complained of persistent delivery troubles.

17.6 percent said manufacturers narrowed lines to give more business to top lines.

12.7 percent said their manufacturers had poor quality of styles.

9.1 percent found customer resistance to their lines.

5.3 percent had other reasons.



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Los Angeles, Cal.

New Midwest Division

International Salt Co., Inc., largest salt producer in the U. S., has announced opening of its new Midwest Division with offices in Chicago. The new division will be responsible for marketing the company's salt products, for the first time in most of the midwestern market, under International's brand name of Sterling Salt.

International recently terminated its sales agent contract with another salt company which has been selling

International's products in the Midwest under the former's name.

Ralph G. Amos has been appointed sales manager of the new division while Sven A. Nystrom is district manager of the Chicago office. Both have been with International Salt since the early thirties.

Rock salt will continue to come from the company's Detroit, Mich., and Avery Island, La., mines. Evaporated salt will be delivered to the midwestern market from International's evaporating plants at Avery Island and Watkins Glen and Ludlowville, N. Y.

80 BELOW

PPSSA To Stress Men's Lines Under \$12

Close to 80 men's dress shoe manufacturers who normally produce lines retailing for under \$12 per pair will be among exhibitors at the Spring and Summer 1955 Popular Price Shoe Show, Nov. 28-Dec. 2 in New York.

This has been revealed by Maxwell Field and Edward Atkins, PPSSA co-managers, who cited a recent government survey showing that 75 percent of all men's dress shoes retailed below \$12 per pair in 1953.

"There has been an intense interest by members of the industry in the recent government survey showing 1953 production by price ranges for each type of footwear. The percentage of shoes which retail up to \$10 per pair amounted to 57%, according to official government data compiled by the U. S. Bureau of the Census," the co-managers stated.

Analysis of exhibitors at last May's show disclosed that a total of 77 manufacturers of men's footwear retailing up to \$12 per pair displayed their lines at PPSSA. This included eight manufacturers of men's work shoes. Types exhibited ranged from moccasins, loafers and boots to dress footwear and casuals.

The largest proportion of the men's group exhibiting at the PPSSA were concentrated in lines retailing at less than \$10 per pair, with nearly 60% of men's exhibitors offering lines in that range.

COMPARATIVE LEATHER PRODUCTION FIGURES

(Corrected for Dec. 1953)

		CATTLEHIDE LEATHERS (In 1,000 hides)						
		Total Cattle Hides	Sole	Upper	Belting, Mechanical	Harness Saddlery	Bag, Case, Strap	Upholstery Others*
1939	.....	22095	7833	12124	531	477	387	510 233
1940	.....	21070	7032	11582	675	524	382	601 272
1941	.....	28121	9080	15600	1064	650	581	699 448
1942	.....	30828	10432	15598	1213	637	936	386 1625
1943	.....	25656	8290	13073	1292	632	800	231 1338
1944	.....	26152	8420	13002	1439	613	629	232 1818
1945	.....	27566	8525	14567	1324	556	572	272 1750
1946	.....	26905	8510	14057	1158	510	827	378 1465
1947	.....	28824	8924	15529	1134	440	813	529 1455
1948	.....	26070	8016	14213	1004	270	760	594 1213
1949	.....	23332	6384	13753	759	227	674	461 1074
1950	.....	24391	6127	15377	789	218	813	689 1312
1951	.....	22703	5414	14054	984	284	673	632 728
1952	.....	22663	5150	14508	618	232	692	637 826
1953	.....	24013	5209	14905	725	250	826	713 1185
1954—								
Jan.	.. 1953	436	1250	42	16	59	59	91
Feb.	.. 2015	463	1270	53	16	55	65	93
Mar.	.. 2117	491	1323	63	19	62	58	101
April	.. 2039	470	1280	50	19	59	58	103
May	.. 2016	476	1255	48	18	50	62	107
June	.. 2038	505	1258	43	17	58	45	112
July	.. 1650	339	1065	36	18	55	48	89

*Data from 1942 forward not directly comparable with previous data.

CALF, KIP, GOAT, KID, SHEEP AND LAMB LEATHERS (In 1,000 hides)

		Sheep Leathers						
		Calf, Kip	Goat, Kid	Total Sheep, Lamb	Glove, Garment	Shoe	Shear-lings	All Others
1939	.....	14027	40419	38914	18420	11604	2563	6327
1940	.....	11387	37697	37920	17725	9966	3322	6907
1941	.....	13098	45373	51915	22542	14166	5779	9428
1942	.....	12264	41127	53629	19459	14983	9596	9591
1943	.....	11112	37351	59315	20415	15474	11210	12216
1944	.....	10930	34653	53976	20370	15040	6690	11876
1945	.....	11636	24026	52450	17294	17153	6508	11495
1946	.....	10836	24123	47999	15781	13349	9923	8918
1947	.....	12471	37188	36535	11265	12498	5409	7363
1948	.....	10480	37970	33492	10419	11392	4993	6688
1949	.....	10173	34774	28644	8411	9998	4498	5737
1950	.....	10661	37159	31501	9750	10708	5322	6091
1951	.....	7955	31111	24504	7108	8548	3074	5774
1952	.....	9971	30472	27936	10142	9144	3558	5092
1953	.....	9958	32244	27988	11671	8441	3015	4871
1954—								
Jan.	....	801	2262	1648	655	594	102	297
Feb.	....	791	2330	1854	734	656	136	328
Mar.	....	762	2732	2219	916	749	160	394
April	....	712	2149	2001	919	557	162	363
May	....	706	2124	2172	992	687	178	315
June	....	751	2477	2141	944	655	185	347
July	....	634	2070	1613	696	476	186	255

St. Louis Output Off

Shoe production by members of the St. Louis Shoe Manufacturers Association for the first six months of 1954 showed a decline of 11 percent from the same period of 1953.

The Association reports output for the period ending July 30, 1954, at 43,058,000 pairs, some 6.5 million pairs below results of the same period the previous year.

A breakdown of production placed women's shoes in the 1954 period at 20,285,000 pairs, down nine percent from the 21,418,000 pairage of the 1953 period. Men's output was 6,027,000, off 22 percent from the 7,770,000 pairs of a year earlier. Children's production totaled 16,746,000 pairs, down 33 percent from the 19,340,000 pairs of the first six months of 1953.

Visits U. S.

Ricardo C. Marzorati, representative of La Forestal Argentina, largest producer of quebracho extract in the Argentine, was an interested visitor at the recent Leather Show in New York City.



Marzorati found the show a great display of American know-how in style and quality leather manufacturing techniques. He was accompanied by Frank P. Gage, vice president and general manager; Arthur C. Wefelmeyer, manager of the Tanning Extract Division, and Thomas C. Blair, sales representative, all of The River Plate Import & Export Corp., New York.

Schweinigels Ready

Members of the Midwest trade are looking forward to the forthcoming annual outing of the Schweinig Club to be held Tuesday, Oct. 5, at the Ozaukee Country Club, Thiensville, Wis.

As usual, the day's feature will be the famed Calcutta Sweepstakes, part of the golf tourney. Luncheon will be served from 10:30 a.m. and dinner from 7:00 p.m.

Allied Kid Earnings Off

Net income of Allied Kid Co., Boston, for the fiscal year ended June 30 was \$330,970 equal to \$1.37 a share, the company reports. This was substantially below the net income of \$523,061 or \$2.03 per share reported in the previous year.

Sales for fiscal 1954 climbed to \$22,825,949 as compared with sales of \$19,869,594 in fiscal 1953.

Benjamin Simons, president of Allied Kid, said that outlook for the current fiscal year makes it "reasonable to expect that our earnings will be sufficient to make possible the con-

tinued payment of dividends at the present rate" of 40 cents quarterly on the firm's common stock.

The company's diversification and reduced reliance on imported raw materials is cited as reasons for the expected improvement. The 1954 decline was attributed to the failure of goatskin prices to decline from high levels and a lessened demand for kid leathers.

Quick Job At Salvage

It took exactly 15 minutes last week to complete negotiations for a new two-year contract by the management of the Louis H. Salvage

Shoe Co. in Manchester, N. H., and Local 135, United Shoe Workers of America, CIO, which represents the firm's 350 employees.

Following the signing of the pact, both Maxwell E. Duckoff, general manager of the Salvage plant, and George Fecteau, national director of the USWA, praised the cordial relations which have existed between labor and management during the eight years of USWA contract coverage at the company factory.

Under the new contract, there are substantial improvements in the Salvage firm's present insurance program. An additional one-half paid holiday is also included, making a total of six and one-half paid holidays each year.

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LEATHER and SHOES

ALL IN THE PICKLE

New Zealand Improves Sheep Pickling Process

New Zealand sheepskins, hitherto confined almost exclusively to use as chamois or doeskin, now find themselves on the verge of entering much broader markets.

Reason for the sudden expansion is a new pickling process developed over the past two years by researchers of the New Zealand Leather and Shoe Research Association.

For years overseas buyers had complained that consignments of sheepskins shipped from New Zealand were often rotted by the time they reached their overseas destination. In 1951, the Association investigated these

complaints, found that more than half the skins became water soluble and useless for tanning. However, pelts pickled at the same time but not exported remained in perfect condition.

Research was begun immediately and revealed that sheep pelts deteriorated rapidly when exposed to high temperatures. Even at moderate temperatures, they soon became water soluble.

Experiments showed that the rate of deterioration was directly proportional to the amount of acid in the pickle liquor in the casks. Original acid strengths were designed to prevent mold growth. As an alternative, various fungicides were tested and skins with one-tenth of normal acid present were treated with several fungicides.

Finally, low acid skins treated with a special fungicide turned the trick. Some 1,200 skins were sent to an

English tanner who was asked to keep them in casks for eight months before opening. At the end of that time, he reported the skins in perfect condition.

Importance of the new pickling process is seen in the fact that New Zealand currently exports some 18 million pelts per year. In years to come, this number is expected to be upped substantially. Not only are the uses of these pelts widely broadened but they may be expected to arrive at their destination in perfect condition.

Foremen To Lunch

Members of the New England Shoe Superintendents and Foremen's Association will have Lt. Gov. Sumner Whittier and State Treasurer Foster Furcolo as guest speakers at the association's quarterly luncheon-meeting to be held Saturday, Sept. 25, at the Hotel Bradford, Boston.

Whittier and Furcolo will speak on industrial growth in New England and the part their respective parties have played in this growth.

Independent Meeting Set

The National Organizing Meeting of the Independent Shoemen has been scheduled for Oct. 24 at the Sheraton Hotel in Chicago.

John T. Hart and L. J. Geuder, co-chairmen of the arrangements committee, report that a buffet lunch will be served at 11:00 a.m. with business starting at 12:30 p.m. In addition to election of officers and other business, a prominent speaker will address the meeting.

Reservations at \$4 per person may be obtained by writing to Independent Shoemen, P.O. Box 1067, Laredo, Texas.

Madden Joins Antara

Joseph P. Madden has joined the staff of Antara Chemicals, sales division of General Aniline & Film Corp., as manager of Inorganic Chemicals. Madden will head up sales of present and new products in the inorganic field.

Madden was formerly assistant sales manager of Stauffer Chemical Co., New York, in charge of alkalis, chlorine and chlorinated products. More recently, he was vice president of Caldwell Chemical Co.



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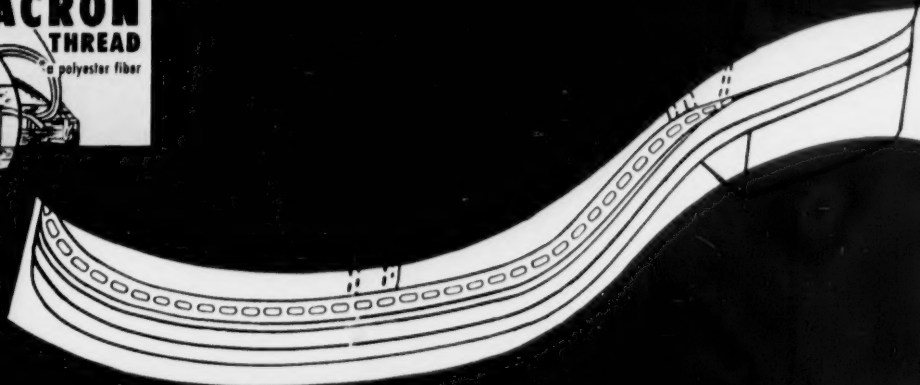
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FREE FOR ALL?

Compo To Enter Shoe Supplies Field

The question of what will happen when United Shoe Machinery discontinues its distributorship of various shoe supplies became even more involved this week. Compo Shoe Machinery Corp. of Boston announced it has been negotiating with many of the manufacturers for which United has acted as distributor to the shoe industry.

Last week, Willard Howard announced he has resigned as assistant general manager of United to form National Shoe Products Corp. in Boston. Purpose is to handle those shoe supplies which United must discontinue by Jan. 1, 1958, according to court rulings. (L&S, Sept. 11).

United must cease distributing shoe supplies which are not manufactured by itself or by a corporation in which it owns at least 20 percent of the common stock. However, C. R. Todd, USMC general manager, has emphasized that United "intends to continue the distribution of all shoe-making and repairing supplies and products and shoe factory equipment we have distributed in the past for the next three years . . ." unless required by court order to do otherwise.

Charles W. O'Connor, president and general manager of Compo, said the company "expects to announce shortly the completion of negotiations with several of these companies (for which United has been distributor) and intends to begin distribution of their products in the near future."

O'Connor pointed out that Compo has been supplying findings to the shoe industry for the past quarter century. "We have seven parts depots and 10 branch offices located in all principal shoe centers of the United States. In addition, our sales and service organization of 125 men is well acquainted with all shoe factories and is in an excellent position to see that the quality of service supplied to the industry by United is continued by Compo."

Chances that the situation might develop into a veritable free-for-all became a distinct possibility this week with reports that various shoe supplies manufacturers have received letters from various sources seeking to take over distributorships to be vacated by United. Manufacturers

themselves were unwilling to comment at this time but indicated they were studying the situation carefully.

Still another of the "Big Three" shoe machinery manufacturers and suppliers — International Shoe Machine Corp. of Cambridge, Mass., would not indicate whether it will toss its hat into the supplies ring. "We prefer to watch for further developments before making any definite move," said Jacob Kamborian, president of International.

Among the shoe supplies which United must cease distributing are most abrasives, hub and glue adhesives, belting, boards and blocks, racks, inks, screws, needles and awls, perforating paper, sharpening stones and wheels, tapes, wire, wire nails, and others.

Midwest Tannery Pacts

Latest labor agreements reached in various Mid-West tanneries include the following:

Griess-Pfleger Tanning Co. in Waukegan, Ill., has signed a new agreement with International Fur and Leather Workers Union calling for a wage increase of five cents per hour across-the-board, some spot wage adjustments, and the addition of a second week's paid vacation after one year of service. J. H. Jordan said the company's contract has included for some time severance pay of \$1,000 for workers at the age of 65 who have served 25 years with the firm.

Armour Leather Co. reports several changes for its Sheboygan plant where International Fur and Leather Workers is bargaining agent. Its agreement has been extended to Aug. 1, 1955, both company and union have agreed to an additional paid holiday (total of eight), improved group insurance, additional fringe

benefits including a sick-leave plan for tannery workers. No wage increase was granted.

Armour also reports that the National Labor Relations Board has indicated a bargaining agent election will be held, probably within 30 days of Sept. 13, at the company's Williamsport plant. The CIO, AFL Amalgamated Meat Cutters and Butcher Workmen and International Fur and Leather Workers are expected to be on the ballot.

Albert Trostel & Sons Co. of Milwaukee recently agreed to an increase of five cents hourly for piece workers and seven cents for hourly workers. The company has a contract with International Fur and Leather Workers Union. The increase was granted under a wage re-opening clause in the current contract which expires May 13, 1955. Edwin Schendel, in charge of Trostel's negotiations, said the wage increase affects 600 workers at the plant.

At Superior Tanning Co. of Chicago, it is reported that new terms call for a wage increase of four cents for piece workers and six cents for hourly workers.

John Churka, business agent for International Fur and Leather Workers in Milwaukee, told Leather and Shoes that the union is currently conducting contract negotiations with Wisconsin Leather Co. and Wishner-Weeks Co., Milwaukee hide firm.

Wis. Tanners Kick-Off

The Tanners Production Club of Wisconsin held its annual Kick-Off dinner-meeting at 7:00 p.m., Friday evening, Sept. 17, at the Plankinton House in Milwaukee.

First speaker of the year was Dr. Fred G. O'Flaherty, director of the Tanners' Council Laboratory in Cincinnati, O., who spoke on "Raw Stock Defects and Its Influence on Leather."

"LIGNOSOL" TSD AMMONIUM BASE—LIGNIN TANNING EXTRACT

Retan of Chrome Upper, Suede Splits, Sheepskin Garment and Suede. In vegetable Blends for Sole, Bag, Case and Strap, Flexible Splits, Sheepskin Linings, Pretan of vegetable Leathers. Mordant.

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Special Representative C. Warner Davis

Deaths

• **Roy G. MacDonald** . . . 63, *shoe machinery executive*, died Sept. 12 at his home in Beverly, Mass. He was a supervisor in the repair shop of United Shoe Machinery Corp. and had been associated with the firm for the past 38 years. He was a member of the USMC Quarter Century Club and of Liberty Lodge, A.F. and A.M. He leaves his wife, Ada; one daughter, Mrs. Dorothy M. Kraft; and a brother, Chester H. MacDonald.

Sidney E. Wesp . . . 74, *shoe manufacturer*, died Sept. 6 at his home in Los Angeles, Cal. A veteran shoe executive, he had been associated for many years with Wright & Peters of Rochester, N. Y. He leaves his son, Walter S.; a brother, George P.; and three grandchildren.

Frederick Faraone . . . 77, *hide and skin importer*, died recently in New York. He was president of Frederick Faraone Co., New York importer of goatskins, and had been active in the trade for more than 50 years.

(Other Deaths on Page 38)

MILITARY BUYING

Invitations

Leather. The Schenectady General Depot, Schenectady, New York, has issued Invitation No. 20, covering Leather, cattlehide, bag, vegetable tanned, natural russet, smooth finish, 7/64 inch thick, 11,307 sq. ft. The bid opens Sept. 22, 1954.

Combat Boots. The Philadelphia Quartermaster Depot is issued Request for Proposal covering Boot, Combat, Man's Leather, Russet, Capped Toe, Rubber Sole and Heel, 125,986 pair. The invitation number is 55-NEG-20, and proposals will be received by the Depot at 2800 S. 20th St., Philadelphia, Pa., until close of business Sept. 23, 1954. The delivery schedule: December 1954-February 1955.

Combat Boots. The Philadelphia Quartermaster Depot, 2800 South 20th St., Philadelphia, Pa., has issued Invitation No. 55-124 covering Boot, Combat, Man's Leather, Russet, Capped Toe, Rubber Sole and

Heel, 260,006 pair. Bids are to be opened on Sept. 23, 1954. Delivery schedules: December 1954-February 1955.

Flying Helmets. The Wilkins Air Force Base, Shelby, Ohio, has issued Invitation No. 9, covering Helmet, flying, sheepskin outer shell, lamb-skin lining, various sizes, 4 items—12,042. The bid opens Sept. 30, 1954.

Bids

Helmet Liners. On Invitation No. 14, covering Helmet Band Liners, which opened at the Chicago Quartermaster Depot, there were 12 bidders. Steinberg Bros., N.Y.C., bid 1 percent, items a and b, 24c; c, d, e, 24.4c; f and g, 24c; h and i, 24.8c; j, 24.5c. Commonwealth Mfg. Co., Brooklyn, N. Y., 1 percent, items a through g, 23.67c; h, i, j, 23.92c; Scholl Mfg. Co., Chicago, Ill., 1 percent, all items 26.4c all or none. Northwest Glove Co., New London, Iowa, 5 percent all items 27.789c.

LEATHER

YESTERDAY — TODAY —
ALWAYS

DERMABATE

COMPOUNDS AND LIQUID EXTRACTS AMERICAN EXTRACT CO.

PORT
ALLEGANY, PA.

. . . THE SHIFT IS TO
LLOYD'S 1 COAT PLASTIC
FINISH FOR BARK SPLITS
THAT REMAIN SEALED



Lloyd Laboratories

PEABODY,
MASS.

LEATHER MARKET REPORT

Leather Sales Improve Price Pressure Grows

Tanners Prove No Match For Leather Buyers
Make Concessions Even On "Immediate Delivery" Orders

In New York leather business continues slow; the pendulum is starting to swing. Shoe manufacturers are realizing that leather is cheap relatively with good tannages of large spread aniline leather available at 36c and down.

Demand continues on the soft tannages; grains are also at top of the lists. Aniline leathers also much wanted.

More interest reported in calf, especially women's weights as the price structure is down and good tannages of volume women's weight calf available at 80c and down for suede and 70c and down for smooth. High grade suede in women's weights can be bought 95c to \$1.00 and down though some lists stick up to \$1.10.

Sole still pretty slow but indications are that trading will pick up. Prices on sole leather bends range from 47c to 65c as to weight with the 9 to 10 iron bends from 48-50c, mediums 54-56c and lights 62-65c, according to tannage, etc.

Bellies are usually 26c for the cows and 27c for steers though some tanners report selling steers still at 23c. Again it depends on tannage as some

are selling cows at 25c. Double rough shoulders in fair shape for men's waist belting but the welting end is rather hard to sell. About 44c to 48c ranged for men's waist belting as to weight while some cow double rough for the welting grade can be had at slightly under 40c in some directions.

Sole Leather Tanners unhappy. New business small and one wonders what would have been the situation if productive capacity had not been cut down by liquidations just after the War.

Very best light bends quoted at about 65c and about 56c and down quoted for 8-9 iron leather, 49c and down heard for 9-10 iron bends; 47c and down for 10 iron and up.


Sole Leather Offal getting a little business but prices fought over in almost every sale.

Up to 27c asked for best steer bellies with two cents less paid for some pretty acceptable cows. Still less offered for leather considered not the best. Single shoulders with heads on bring up to 37c in actual sales, while a cent more asked by some. Heads off single shoulders quoted at about 40c. Double rough shoulders bring

Prices and Trends of Leather

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1933 HIGH
CALF (Men's HM)	60-1.00	63-1.04	77-1.10	95-1.20
CALF (Women's)	53-93	58-97	67-1.00	80-1.03
CALF SUEDE	70-1.00	75-1.15	75-1.15	85-1.10
KID (Black Glazed)	55-90	55-90	55-90	75-90
KID SUEDE	45-95	45-95	48-91	80-96
PATENT (Extreme)	52-62	52-62	55-60	60-64
SHEEP (Russet Linings)	15-23	15-23	20-32	18-32
KIPS (Combination)	45-50	48-52	54-59	64-68
EXTREMES (Combination)	43-48	43-48	50-55	56-59
WORK ELK (Corrected)	32-36	34-38	38-42	38-45
SOLE (Light Bends)	64-68	64-68	66-69	68-72
BELLIES	25-27	27-28	27-29	26-29
SHOULDERS (Dble. Rgh.)	44-48	44-48	51-53	51-56
SPLITS (Lt. Suede)	32-38	32-38	33-37	35-39
SPLITS (Finished Linings)	17-22	17-22	18-23	24-26
WELTING (½ x ½)	6¼- 7	7- 7¼	7½- 7¾	8
LIGHT NATIVE COWS	13	14	18-18½	20½

All prices quoted are the range on best selection of standard tannages using quality rawstock.



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QUALITY
Leathers**
U.S.A.

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SUEDE**

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dyed,
top buffed
splits ...

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ANILETTE
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supplied with Kleenette

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Chicago 22, Illinois

BOSTON: Merchant Loaves
NEWARK: N. J. Norman Reitz
PHILADELPHIA: Schoenberg Leather Co.
SAINT LOUIS: Meier & Barry Leather Co.
MILWAUKEE: Edward A. Vollbrecht, Jr.
LOS ANGELES: A. J. & P. Cook
(CINCINNATI) J. E. Tracy

up to about 44c for good TR leather, less for many lots. Carefully selected lights, as usual, bring a premium of a few cents and 48c heard for the best.

Calf Tanners getting more orders. Lower prices bring in new customers and old users show more interest.

Up to about \$1.00 asked for men's weight black and colors. Some lines have top asking price of 85c. Differences in raw stock used and general quality account for spread.

Women's weights bring up to about 87c for best regular sized skins and up to about 93c for selected small skins. These are asking prices, shaded a bit when volume is involved. Plenty of cuttable leather available down to 63c and even down to about 50c in some lines.

Sheep tanners not too unhappy. Fair sales reported by some, slightly better interest by others.

Up to about 25c asked for best boot lining russets. Up to 23c quoted for best shoe lining russets. Bulk of trading usually between 15 and 20c. Colored vegetable linings bring up to about 26c in actual sales, 27c asked by some. Chrome linings get little business at quoted price of 30c

and down, move fairly well when 23c and down is asked.

Side Leather Sales Better. Some substantial bookings noted this week but prices are unsatisfactory in tanners' eyes. Kips not as active as extremes and large. Latter got some big orders.

Up to about 50c asked for very best combination tanned kips in heavy weights. Extremes quoted at 48c and down, large leather at about 39c and down. In actual sales all these prices came in for considerable bargaining.

Chrome tanned kips quoted at about 49c and down for best heavy leather. Extremes quoted at about 46c and down; large chrome leather at about 38c and down. So called volume tannages asked about 34c and down.

Split sales continue good. Linings account for much of volume.

Best finished lining splits bring up to 22c while volume business done at 14-18c. Suede linings bring 26c and down for superior leather, about 23c and down for very acceptable stock. Non-slip stock quoted at 16-23c with volume done at lower end.

Heavy suede upper stock not too active at 40c and down. Light suede

gets small orders for immediate delivery at 38c and down to about 32c. Sole splits continue in moderate demand at unchanged prices.

Kid more optimistic. Tanners report that while it is still a little too early to determine just how much business will develop out of the show, things are beginning to move and it appears that there will be some fairly good action.

A small amount of black suede moving. Tanners feel that it will develop fairly well.

Black glazed also moving to some degree. Little talk of colors this past week. Nothing new in slipper leathers. Linings still selling in conjunction with black suede.

Average Kid Leather Prices

Suede 32c-90c
Crushed 35c-75c
Slipper 25c-60c
Linings 25c-55c
Glazed 25c-\$1.00
Satin Mats 69c-98c

Belting leather holds. Prices remain fairly stable and are quoted as follows: bend butts No. 2 96c light, 86c medium and 78c heavy. No. 3 84c light, 75c medium and 71c heavy.

These, with some slight changes, have not varied much since the end of July. However, as one tanner put it, it isn't the prices but the sales that are the problem. Shoulders fair and are quoted at 48c for No. 1 and 45c for No. 2.

Curried shoulders not moving too well but in some demand. Curried bend butts suffering from the same ailment as the rest of the industry—customers carry small inventories and then must have replacements "at once if not before."

Work glove leathers unsteady. Some tanners holding their lists at unchanged prices and reported booking some small orders steadily from regular customers who wanted top quality work glove splits.

Depending upon tannages, the market for top finished work glove splits ranged lower this week, LM weight quoted at 13-14c for No. 1 grade, 12-13c for No. 2 grade and 11-12c for No. 3 grade. M weight of similar tannages ranged 14-15c for No. 1, 13-14c for No. 2 and 12-13c for No. 3.

Garment leathers lack zip. Lower prices for domestic pickled sheepskins caused some buyers to hesitate about making new purchases and buying only as needed and very

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for fast starting. Take the surface application. SINGER* 52 and 53 transmitters have 10½ square inches of friction surface — *more surface area than any other sewing machine transmitter sold* — and every bit of it comes into use from the very beginning. That means no breaking-in period. That means the same smooth operation right from the start. That means a friction material life from three to five times greater than any other unit.

Special clutch construction is just one of many money-saving features of the SINGER 52 and 53 transmitters that no other sewing machine transmitters have. Why not call or write SINGER right now to find out more about them.

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sparingly by some outlets for sheepskin garment leather.

Suede held at 29-31c and down with reports of business at less. Grain finish of good quality moved at 28-30c and down but some less desirable tannages sold as low as 25c down.

Demand for horsehide garment leather continues very slow and market more or less nominal at 34-36c and down awaiting developments. Cowhide garment leather also ruled rather quiet at 30-32c as most of the trade marked time while watching the big packer market.

Bag, case and strap holds. Sellers say that while raw material costs have been declining, costs of tanning including wages, tanning materials, etc., have been going up.

Case leather of 2-2½ ounce still held at 42-43c and 3-3½ ounce at 43-44c. Grade A russet strap leather of 4/5 ounce continues around 50c, 5/6 ounce at 52c, 6/7 ounce at 54c, 7/8 ounce at 56c, 8/9 ounce at 58c, 9/10 ounce at 61c, and 10/11 ounce at 64c. Prices are 2-3c less for Grade B and 5-6c less for Grade C.

Colors still 3c more and glazed 2c above russet finish prices.

Gloves still spasmodic. A few belated glove orders have been placed here cheering glove manufacturers and tanners alike. Business is still poor but the general tone is better.

Garment leathers are suffering. Price cutting is going on which in the end stimulates nothing. Suedes are offered as low as 18c for the cockle grade. Buyers are fussy even at that price.

Light weight ladies' suedes can be bought from 30c to 32c for the top grade. Men's weights from 26c to 28c. Grains soft.

Pigskin glove leather moves easily because of light stocks. Prices range from 25c to 70c. The low grades are in good demand for palm stock.

Deerskins range from 42c to 33c and demand is fair. Not much call for domestics. Men's grey suedes extremely slow at 32c for the tops.

Tanning Materials

Raw Tanning Materials

Divi Divi, Dom. 48% basis shp't, bag	\$72.00
Wattle Bark, ton "Fair average"	\$98.00
"Merchantable"	\$94.00
Sumac, 28% leaf	\$124.00
Ground	\$120.00
Myrobalans, J. I's Bombay	\$43.00
Sorted	\$48.00
Genuines	\$49.00
Crushed 42-44%	\$63.00
Valonia Cups, 30-32% guaranteed	\$47.50
Valonia Beards, 40-42% guaranteed	\$64.00
Mangrove Bark, Ecuadorian	\$54.00
Mangrove Bark, Colombian	\$58.00
Mangrove Bark, 38% E. African	\$69.00

Tanning Extracts*

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	
Tank cars	4.00
Barrels, c.l.	4.75
Barrels, l.c.l.	5.10
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.l.	10.32
Bags, l.c.l.	11.02
Cutch, solid Borneo, 55% tannin	.08½
Hemlock Extract, 25% tannin, tk. cars	
f.o.b. works	.0625
bbls. c.l.	.067½
Oak bark extract, 25% tannin, lb.	
bbls. 6½-6¾, tks.	.06½
Quebracho Extract:	
Solid ord., guaranteed 63% tannin,	.11 21/32
Solid, Clar., guaranteed 64% tannin, c.l.	.12 23/64
Wattle extract, solid, c.l., East	
African 60% tannin	.09¾
Wattle extract, solid, c.l., South	
African 60% tannin	.10
Powdered super spruce, bags, c.l.	
.05¼; l.c.l.	.05½
Spruce extract, tks., f.o.b. wks	.01¾
Myrobalan extract, solid, 55% tannin	.07¼
Myrobalan extract, powdered, 60% tannin	.09
Valonia extract, powdered, 63% tannin	.08½
Quebracho extract, powdered, Swedish	
spray dried, 76-78% tannin	.16¾
Wattle extract, powdered, Swedish, 73% tannin	.15¾
Powdered Spruce, spray dried, Swedish	.04
Myrobalan, Swedish, powdered	
68-70%	.11½
Oakwood, Swedish, solid, 60-62%	.11½

Oakwood, Swedish, powdered, 64-66%	.12
Larchbark, Swedish, solid, 54-56%	.11½
Larchbark, powdered, Swedish	
spray-dried, 58-60%	.12½

Tanners' Oils

Cod Oil, Nfld., loose basis, gal.	.90-95
Cod, sulphonated, pure 25% moisture	.13-.13½
Cod, sulphonated, 25% added mineral	.11½-.12
Cod, sulphonated, 50% added mineral	.11-.11½
Castor oil, No. 1 C.P. drs. l.c.l.	.20
Sulphonated castor oil, 75%	.20
Linseed oil, tks., f.o.b. Minn. drums	.14
Neatsfoot, 20° C.T.	.28-29
Neatsfoot, 30° C.T.	.26-27
Neatsfoot, prime drums, c.l., f.o.b. Chicago	.18¼
l.c.l., f.o.b. Chicago	.18¾-.19¼
Neatsfoot, sulphonated, 75%	.18-.18½
Olive, denatured, drs. gal.	2.20
Waterless Moellon	.14-.14½
Artificial Moellon, 25% moisture	.13
Chamois Moellon, 25% moisture	.11-.12
Common degrass	.12-.13
Neutral degrass	.25-.26
Sulphonated Tallow, 75%	.13½-.14
Sulphonated Tallow, 50%	.10½-.11
Sponging compound	.13-.14
Split Oil	.11-.12
Sulphonated sperm, 25% moisture	.18-.19
Petroleum Oils, 200 seconds visc., tks., f.o.b.	.14¾
Petroleum Oils, 150 seconds visc., tks., f.o.b.	.13¾
Petroleum Oils, 100 seconds visc., tks., f.o.b.	.12¾

*Imported Extracts are plus duty.

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Heavy Kill, Lack Of Buying Support Keep Hide Prices On Downgrade

Tanners Unable To Absorb Extra Supplies
And Export Demand Fails To Take Up Slack

Big packer hides weaken again with sales confirmed at still lower levels this week. The market continued its downward slide in the absence of any worth-while buying support from tanners, trader purchases establishing the new lower prices in most instances.

Members of the hide trade report the continued extremely heavy kill making more hides available than tanners appear able to absorb. Export demand not taking up the surplus, and trader purchases hedged on the hide futures market again crowding the hide exchange's warehouse storage facilities. Approximately half a million hides are now in hide exchange warehouses although some of them awaiting certification.

The heavy slaughter has compelled packers to keep hides moving as farmers, ranchers and feed-lot operators ship heavily due to talk of a possible strike by union workers at big four packing plants.

As the week opened, the lower hide futures market induced many buyers to reduce bids in the Chicago spot market. Branded steers declined in a fair volume of trading to 9½¢ for butts and heavy Texas and 9¢ for Colorados. River point light cows sold down to 13¢, same price as paid for Chicago productions late in the preceding week. Light native steers, which had sold at 13½¢ late last week, went at 13¢.

Heavy native steers, following sale of Albert Lea production at 12½¢, sold this week down to 12¢ for St. Joseph (River) production. One packer also sold St. Paul heavy native cows at 12¢.

Some specialty leather tanner buying of heavy native steers and cows of late in anticipation of winter requirements as they want the current best quality hides of the year and do very little buying in winter months when quality deteriorates.

Some business in northern branded

cows at 10¢, one packer selling 1,500 on that basis. This price also paid for some resale lots offered by traders. Resale light cows moved at 13¢ and resale branded steers at 9½-9¢, which tended to undermine the big packer spot market.

Independents down, too. Initial trading reported in branded steers at lower prices by Packers' Ass'n. at Chicago, moving 3,400 Colorado steers at 9¢. In the preceding week, this seller had sold 1,200 butts at 10¢ and 4,200 Colorados at 9½¢. At that time, a large Iowa packer sold 2,500 Sioux Falls branded cows at 10½¢ and 2,200 Sioux Falls heavy native steers at 12½¢.

One of the packers at New York sold 900 native steers at 13½¢ while another eastern killer sold 950 New England light cows at 13¢. Business tended to lag in other areas. Very little activity reported on the Pacific Coast.

Small packer hides sag. Some sellers willing to move more light hides averaging 40-42 lbs. around 12½¢ flat fob. but found many outlets had reduced their buying ideas.

Movement of 44 lb. avg. hides in the east reported down to 12¢ and in the midwest some 46-48 lb. avg. hides sold as low as 11¢. Scattered purchases of 48-50 lb. avg. midwestern small packers reported at 10½¢ and 50-52 lb. avg. at 10¢ selected fob. shipping points. Heavier stock averaging around 54 lbs. was slow to move at 9½¢.

Some western small packer 53 lb. avg. hides, mostly branded, offered at 7½¢ selected fob. brought a return bid of 7¢. Some small packer bulls sold at 7¢ selected fob.

Country hides decline, also. Sellers offered supplies at last trading levels on 48-50 lb. avg. hides such as 8-8½¢ for mixed lots containing renderers and 8½-9¢ for locker-butchers but generally met with bids about a half cent less, flat trimmed fob. shipping points.

Glue hides looked easier at 6-6½¢ and country bulls likewise at 4½-5¢ basis carload lots, fob. shipping points.

Calf and kip stymied. Big packers inclined to try for more money on their calfskins and offered northern heavy and light at 32½-37½¢ and St. Louis heavy at 27½¢, or 2½¢ over last trading levels of 30-35¢ for Northern and 25-27½¢ for River heavy and light calf.

Buyers willing to duplicate last prices but packers thought that calf should bring more money, particularly lights which are not so plentiful

HIDE FUTURES

	Close Sept. 16	Close Sept. 9	High for Week	Low for Week	Net Change
October	12.01B	12.49T	12.51	11.90	-48
January	12.73T	13.15B	13.25	12.60	-42
April	13.38B	13.74B	13.85	13.25	-36
July	13.93B	14.28T	14.36	13.81	-35
October	14.40B	14.75B	14.84	14.30	-35
January	14.79B	15.05B	14.95	14.95	-26

Total Sales: 696 Lots

HIDE AND SKIN QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Heavy native steers	12 -12½	13	12½-13	17
Light native steers	13 -13½	14	13½-14	17½
Ex. light native steers	18 -18½	18 -18½	18 -18½	20½
Heavy native cows	12 -12½	12½-13	13 -13½	16½-17
Light native cows	13	13½	14	18 -18½
Heavy Texas steers	9½	10½	10	14½
Butt branded steers	9½	10½	10	14
Light Texas steers	11N	11½	11½	15
Ex. light Texas steers	13N	13½	13	19
Colorado steers	9	10	9½	13
Branded cows	10 -11	10½-11	11 -11½	15 -15½
Native Bulls	8 - 8½	8 - 8½	8½- 9	12
Branded Bulls	7 - 7½	7 - 7½	7½- 8	11
Packer calfskins	25 -35	25 -35	30 -40	47½-55
Packer kipskins	19½-24	19½-24	18 -22½	27 -33

NOTE Price ceilings have now been completely ended by the government. All remaining goods and services have been removed from price controls. All regulations winding up controls require that applicable records be held until April 30, 1955.

this time of the year. Reports at mid-week that one big packer quietly booked some Milwaukee calf to tanning subsidiary but no details.

Offerings of big packer kip from St. Paul at 24c, River points at 23c and Southwesterns at 22c had no takers and it was thought in some quarters that bids at 1c less would be entertained. Big packer overweights had some call at 21c for Rivers and 20c for Southwesterns.

Bid of \$1.40 reported for packer regular slunks. Large hairless ranged 30-35c. In small packer skins, lower bids were heard on calf ranging down to 22c on lights and 18-19c on the heavy end while sellers asked various higher prices. Reports of southeastern small packer calf selling at 20c for allweights.

Small packer kips sold at 15c. In country skins, carlot business at 14½c for 10/15 lb. heavies and 16c for light 12 lbs. down calf. Some small lots of country allweight calf bought down to 12c.

Country kip in carlots held at 12c and up with 11c best bid reported.

Horsehides down. Market weakened in absence of any real tanner buying support and sales of trimmed northern slaughterer whole hides at \$7.00-7.50 fob., as to production points, etc. Untrimmed hides figured nominally about \$1.00 more.

Decline in whole hides was attributed to difficulty in selling fronts which tanners have been slow to buy owing to a draggy garment leather trade and the fact that more French fronts offered this week at \$5.00.

Domestic cut stock held at \$4.85-5.00 for northern fronts, last paid, and butts at \$3.75-3.90 basis 22" and up, but buyers inclined to reduce their ideas again.

Sheep pelts do OK. Mutton tanners have shown steady interest for big packer shearlings and clips. Some additional business at \$2.50 for No. 1 shearlings and \$3.25 for clips. Reports that some choice No. 1's sold on a higher basis but no details or confirmation.

Due to small supplies coming forward, some big packers inclined to try for advances. Last sales big packer No. 2's \$1.35 and No. 3's 75c. Mid-western packer lamb pelts reported sold in the range of \$2.75-2.85 per cwt. liveweight, basis westerns, for Sept. productions and eastern packer westerns and natives together were reported moved at \$2.65. Full wool dry pelts nominal.

Some top quality pickled skins sold again at \$9.00 per dozen, off grades discounted.

Goatskins hold firm but tanners show little interest. Group 4 Amritsars improved with standard shippers sold at \$8.75 per dozen c&f., an increase of 25c. Other sales of special skins reported as high as \$10.00. Indications that more activity in offing.

Madras Deccans held at \$9.25 for 1.70/1.80 lbs.—also a rise of 25c. Calcutta market holds tight with Mozufferpores at \$8.15 for 40/40/20, 41.5 lbs., 20% smalls. New York prices 25c higher.

Mochas dragging along. Genuine Batis still held at \$11.25-\$11.50. Bati types find little business at \$9.00-\$10.25. Shade dried Mom-

basas sold at \$11.50 for 70/30%, 110 lbs. In Capes, sun-dried Durbans hold steady with last sales at 37 per lb., c&f.

Reptiles pick up. There is further interest in Madras bark tanned whips with buyers bidding the last paid price of 32c for 4" up avg. 4½" 70/30% whips and 36c for the 4" up avg. 4¾" 70/30% selection. However, when importers put these bids to their shippers overseas they were unable to secure further offerings. An offering of Madras bark tanned whips of larger measurement or 4" up avg. 5" with shippers

BARKEY IMPORTING CO., Inc.

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SOLE AGENTS FOR UNITED STATES AND CANADA

For

ITALIAN CHESTNUT EXTRACTS

Solid and Powdered

Produced by

LEDOGA S. p. A.

Milano, Italy

asking 45c for 70/30% selection but this price above what users would pay in this country.

Offerings of Agra back-cut lizards limited. However, one shipper has submitted an offering at 26c for the 9" up avg. 10". This seemingly is not too far out of line as last reported sales were at 24c and 25c as to shipper for the 9" up avg. 10".

Some offers of front cut lizards with Bengals 9" up avg. 10" offered at 26 pence or equal to 30c and the 10" up avg. 11" at 38 pence or about 44c. Agra 8" up avg. 9" offered at 16 pence or 18½c and 8" up avg. 9¼" C.P. front cut lizards offered at 27 pence or 31c.

Pigskins drag. Offerings of Para grey peccaries in the market at \$1.50 and untaken, with buyers talking lower views. Some shippers continue to ask up to \$1.60 for Para grey peccaries. However, with offerings reported at 10c less it is hardly possible that buyers would pay over that price at the moment.

Last reported business in Chaco carpinchos was at \$2.20 fob. basis importers but others say that the market is weaker now and that it was more in line with \$2.00 fob. basis importers. Difficult to confirm sales under \$2.20 though there are rumors to that effect.

Deerskins slacken. Business has continued restricted due to the difficulty in obtaining offerings from shippers. Fair sized arrivals noted from Para Brazil with one steamer bringing 115 bales but it is quite possible that these skins apply against former contracts. In the absence of new business the market can only be quoted in a strictly nominal way and new sales are awaited to actually establish the market.

Last reported trading recently in some East African skins that sold at \$12.75 per dozen c&f. basis importers and some Honduras deerskins that sold at 41c per lb. c&f. basis importers.

Dry sheepskins wait sales. Based on last sales market quoted at \$12.50 per dozen c&f. for Pernambucos and \$13.00 per dozen c&f. for Cearas.

The New Zealand market has been featureless in pickled skins. Domestic market weak with sales recently at \$9.00.

At the Australian wool sheep auctions reports from Melbourne stated that market on bare to 1 inch par to 1 penny lower. Crossbreeds in sellers' favor and all others were unchanged.

At the Sydney auction 48,500 offered. Combing wools 58's and up, 2' and up, were one to two pennies lower. Sheep, bare to 1" par to one penny dearer. All others reported firmer.

Marks 5th Year

International Packings Corp., Graton & Knight affiliate, celebrated its 5th anniversary on Sept. 6 with an open house at its Bristol, N. H. plant.

Originally an offshoot of the Graton & Knight packings department, International Packings has developed into a manufacturer of leather and synthetic rubber packings, oil seals and molded products. The company supplies top manufacturers of automobiles, appliances and hydraulic-pneumatic components.

Australian-New Zealand Tanner Will be in the United States during October to arrange for the exclusive distribution of their products. Interested parties write: K-12, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.



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PEOPLE

About industry personalities coast to coast

• **Ralph Russell** has joined Gambits Shoes, newly-organized Manchester, N. H., shoe firm, as vice president in charge of operations. Russell recently resigned as vice president of John Flautt Shoe Co. of Lynn, Mass. He will head up styling, sales, merchandising and will correlate all operational activities at Gambits, producer of high style novelty shoes for women.

• **Herman Silverman**, well-known member of Pratt Bros. Co., Inc., New York City hide and skin and leather markets reporter and publisher of *Hide and Leather Markets*, was injured in an automobile accident recently when his car hit a tree at Far Rockaway, N. Y. Silverman sustained an eye injury and is presently convalescing at home.

• **Arthur W. Goetz**, director of the former Pratt Institute School of Leather and Tanning Technology, is no longer associated with the Institute. His address is at 67 Rowan Rd., Chatham, N. J.

• **Andrew V. La Pierre**, former superintendent of Kristine Shoe Co., Salisbury, Mass., is now in charge of the Compo and Bottoming Department for Grace Shoe Co. in Lowell, Mass.

• **James J. Burke**, formerly making and finishing room foreman for Lunder Shoe Corp. of Dover, N. H., has joined B. & C. Shoe Co. of Manchester, N. H., in a similar capacity.

• **Lou Lewis** is now cutting room foreman for B. & C. Shoe Co. of Manchester, N. H. He was cutting room foreman for Lunder Shoe Corp. before the firm ceased operations.

• **Richard H. Adams**, formerly associated with Lunder Shoe Corp., has joined Grace Shoe Co. of Lowell as lasting room foreman. He held a similar position with Lunder Shoe Corp. before the firm closed down.

• **Oscar J. Von Lahr**, who has been selling shoe products in the Midwest for the past 50 years, has moved into new quarters in the Syndicate Trust Bldg., 915 Olive St., St. Louis, where Pepperell Mfg. Co. recently opened a new branch sales office. He was formerly located at 2018 Washington Ave.

• **Verne C. Power**, vice president of Joseph F. Corcoran Shoe Co., Stoughton, Mass., has been promoted to executive vice president. He succeeds

T. Frank Noone who has resigned. Power joined Corcoran in July after years as president of Feltman & Curme Shoe Stores, International Shoe Co. subsidiary. He was chief Navy footwear contracting officer during World War II.

• **Barney Worthman** has resigned as sales manager in charge of the footwear division of The Fulton

Leather Goods Co., New York. Worthman was instrumental in developing the luggage firm's footwear department and during World War II headed the casual and sandal manufacturers group.

• **Irving Steinbach**, technical manager of Pfaff Industrial Sewing Machine Corp., has left for Germany where he will attend the annual Technical Conference to be held starting Sept. 27 at the G. M. Pfaff factory in Kaiserslautern. Technical representatives from 80 countries where Pfaff maintains industrial sales organizations meet for a three-day conference.

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...they **ELIMINATE**
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HAD-U-TEX LATEX CEMENTS ARE CORRECT FOR...

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Model A



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**Add shoemaking value
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As much pressure as you need can be selected by the operator and applied by this hydraulic machine. It sets a new high standard of performance for the sole laying operation and improves work at subsequent operations: rough rounding, sole stitching and leveling.

INCREASES PRODUCTION! Wide open work area — no obstructions — shoe locates directly on pad — work feeds faster with less fatigue. Stroke of piston elevating pad box can be readily shortened to increase production on women's and children's shoes.

SELECTIVE PRESSURES! By turning a dial, operator can set pressures as required. Hydraulic system provides selected pressure on every shoe regardless

of total height at heel-end (last plus sole). Lays all kinds of soles. Can be fitted for direct pressure leveling of infants' and children's shoes. Pad box is designed to give *all-over pressure with extra pressure on the insole*. It brings the entire sole tightly up to the bottom, produces well-defined feather line and better looking shoes without loss of flexibility. For further information call the nearest United Branch Office.

of total height at heel-end (last plus sole). Lays all kinds of soles. Can be fitted for direct pressure leveling of infants' and children's shoes.

INEXPENSIVE MAINTENANCE! Clutches, springs and gears eliminated in favor of hydraulic system . . . internal parts are few and self-bathed in oil.

Average monthly parts costs on many machines now in use can be counted in pennies.

United Shoe Machinery Corporation
BOSTON, MASSACHUSETTS

NEWS QUICKS

About industry happenings coast to coast

California

• **Innes Shoe Co.** has been awarded special citation by the Los Angeles Chamber of Commerce on the firm's 50th anniversary. Citation was presented to Paul Siegel, president of the firm.

Delaware

• Officers and directors of **Beadenkopf Leather Co.**, Wilmington tanner, have voted for the 15th consecutive year to distribute a share of the firm's profits to employees. This is the second cash bonus of the year. The company also contributes annually a share of its profits to the employees' profit-sharing pension plan, in operation since 1945. Beadenkopf is the oldest manufacturer of kid leathers in Wilmington and has been operated by the same family since 1869.

Georgia

• Herman and Louis Canter have announced opening of **Canter Shoe Co.**, new shoe jobber located at 169-171 Trinity Ave., S. W., Atlanta. The company, which has modern, air-conditioned offices, sample rooms and warehouse, is carrying a complete line of men's, women's and children's shoes. Office manager is Miss Jessie

Abercrombie, associated with the brothers for the past 14 years.

Maine

• Purchase of **Saxe-Glassman Shoe Corp.** in Saco is reported under negotiation by **Philip Lown** of Lown Shoes, Inc., Auburn shoe manufacturer. Lown Shoes makes women's Shicca process shoes.

Massachusetts

• **Sherman Bros. Shoe Mfg. Corp.** of Lowell has appointed the William J. Small Agency in Boston as its advertising agency. Gene Polebaum, sales manager of the firm, reports the company plans an expanded schedule in all media during the coming season.

• **Callaway Associates**, Boston advertising agency, is among the growing throng of "displaced businesses" as Boston's new Aerial Highway moves relentlessly across the town. After 35 years in the leather district, the agency moves Oct. 1 to new quarters at 420 Boylston St. Moving day, incidentally, marks the firm's 36th year in business. Callaway represents such firms as **Windram Mfg. Co.** and **Rogers Fibre Co.**

• Sale of industrial buildings at 55 Hayward St., Braintree, to Fine Realty Trust has been announced by Meredith & Grew, Inc., industrial realtors. The property, consisting of 66,000 square feet of floor space, will be used by **Hamilton Shoe Co.** for the manufacture of men's and boys' Goodyear welts. The firm will employ some 125 workers at the plant.

• Reports that tannery operations at **Lincoln Leather Co.** in Reading, Pa., will be discontinued have been denied by Robert Forrest of South Leather Co., Boston.

Missouri

• Estate of **John F. Minges**, retired wholesale leather dealer, was valued at \$116,394 in an inventory filed recently in Probate Court, St. Louis. Minges died last July 20 at the age of 83.

• The Nov. issue of *Esquire Magazine* will carry a four-color, double-page spread for **Roblee Shoes** featuring the biggest shoe ever to appear in advertising. It stretches from the upper left-hand corner to the lower right-hand corner and was created by Leo Burnett Co., Inc., of Chicago. Roblee is a division of Brown Shoe Co.

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YOUR
SHOES

BARBOUR WELTING COMPANY
BROCKTON 68, MASSACHUSETTS

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SAMPLES ON REQUEST

New Hampshire

• **Claremont Shoe Co.** of Claremont has been shut down following the strike of some 90 workers at the factory. Workers participating in the walkout were shoe cutters who demanded changes in wages and working conditions. United Shoe Workers of America, CIO, is petitioning the National Labor Relations Board for a bargaining agent election to be held at the factory. Meantime, J. P. Klaufbauf, president of Claremont, said the walkout of 90 workers made it impossible to continue operations.

• Counsel supporting the complaint in the case of **Sam Smith Shoe Corp.**, Newmarket, has filed an answer opposing the petition of Dr. Posner Shoe Co., Inc., for leave to intervene and oppose a proviso contained in a consent order requiring Smith to discontinue numerous therapeutic claims for "Little Yankee" shoes.

New Jersey

• **Barrett & Co., Inc.**, Newark tanner, reports it has brought out a new leaflet on its Llama-finished calf leathers which it is now offering shoe manufacturers. The Llama grain is described as a natural grain emphasized by controlled shrinking during tanning.

• **Frank J. Radel** reports partial completion of the expansion program now underway at **Radel Leather Mfg. Co.** of Newark. Improvements now include enlargement of the beam-house to boost production capacity to 450 hides per day, installation of a new splitting room, and a completely new experimental tanning division for the development of new leathers for the upholstery trade. Future improvements will include modernization of the buffing department and finishing shops.

• **Allied Chemical & Dye Corp.** dedicated its new research laboratory for its **General Chemical Division** in Morris Township on Wednesday, Sept. 8 with open house attended by a large number of public officials, laboratory employees and their wives, and company executives. Guests were taken on a guided tour of the \$2 million laboratory reported to be one of the most extensive and completely equipped in the New York area.

New York

• **Bernel Foam Products Co.** of Buffalo has been appointed exclusive Goodyear Airfoam distributor to cover the New York state metropolitan area of Buffalo, Rochester, Syra-

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HIGHEST QUALITY
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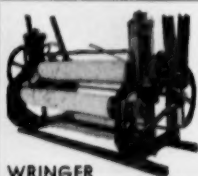
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cuse, Jamestown and Endicott. The firm will supply shoe manufacturers, furniture, upholstery and retail outlets.

New York

• The New York Shoe Superintendents and Foremen's Association held its first meeting of the coming season last Friday, Sept. 17, at the Clubhouse in Brooklyn. Plans for future meetings were discussed by the large turnout of members.

• Members of the trade, including fashion directors, high grade shoe manufacturers, retailers and the trade press were guests of Colonial Tanning Co. recently at the firm's preview of its spring leathers held in New York during the Leather Show. Jane Wheeler, Colonial's fashion and promotion director, presented Colonial's new lines at the cocktail party at the Barclay Hotel.

• Cangemi-Karten, Inc., has been organized in New York City to succeed the former Cangemi Shoes, Inc. The company will continue to manufacture women's high grade shoes.

• A crowd estimated at 50,000 persons packed En-Joie Park in Endicott last week for the largest Endicott-Johnson Labor Day celebration in the firm's history. For 12 hours, beginning at 9:00 a.m., the crowd watched a festival of fun and participated in recreational events sponsored by the E-J Athletic Association. This was the firm's 20th annual Labor Day celebration.

• Officials of Formfitting Slipper Co. in New York City have refused to comment upon reports that the company is planning a move to a new location in Pennsylvania. Formfitting makes men's and boys' McKay and cement process slippers.

Pennsylvania

• Berfold Leather Goods, Inc., leather goods firm, has been incorporated under Pennsylvania State laws for \$75,000. Incorporators are Louis Carter, Lawrence L. Boonin and Maurice Stern.

• Plans have been completed for the annual fall banquet of the Central Pennsylvania Shoe and Leather Association to be held Thursday evening, Nov. 18, at the Penn Harris Hotel in Harrisburg. President of the association is D. H. Kreider of W. L. Kreider's Sons Mfg. Co., Palmyra shoe manufacturer. Chairman of the program committee is O. Eugene Dellinger of Dellinger Sales Co., Reading,

assisted by John Hungler of Armour Leather Co.

Tennessee

• F. W. Mears Shoe Heel Co. has purchased a building at Kenton where it will set up a new plant for the manufacture of wooden heels. The company will also add an extension for warehousing. Production will begin sometime in Jan., 1955.

Canadian Notes

• Production of footwear with soles other than leather for April this year, with comparative figures for the same month last year being in brackets, Canadian Government reports:

Men's, 349,877 (417,092) pairs; Boys', 92,676 (113,315); Youths', 23,155 (32,328); Women's and Growing Girls', 1,154,228 (1,244,768); Misses', 280,195 (282,389); Children's and Little Gents', 211,658 (214,678); Babies' and Infants', 127,716 (153,792); Total: 2,239,505 (2,458,362).

• Latest nationwide survey of the rubber footwear manufacturing operations in Canada reveals that the value of such shipments declined in May to 57.7 in contrast to 89.9 in April but still above the 48.3 in May a year ago, based on Dec., 1952 being 100. However, the value of inventories of such footwear manufacturers showed a sharp gain in May to 131.4 compared with 117.6 in April, though below the 152.1 in May last year.

Report adds that stocks of raw materials increased to 91.3 in May against 87.9 in April but below the 96.8 in May a year ago; stocks of goods in process advanced to 82.8 in May over 77.9 in April but below the 102.4 in May last year; stocks of finished products reached 152.1 in May over 133.5 in April and 148.5 in May last year.

• Canadian exports of unfinished leather to the United Kingdom increased sharply to \$1,726,000 during 1953 in contrast to \$1,191,000 during 1952, a gain of 44.9 percent and comprising 25.4 percent of Canada's total exports of such unmanufactured leather in the past year.

However, Canada's imports of unmanufactured leather from the United Kingdom rose to \$4,471,000 during 1953 as against \$3,537,000 in 1952, up 26.4 percent and comprising 48.5 percent of Canada's total imports of such products during the past year.

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FOR tear-offs and small splits. Equipped with spraying equipment. Contact:

P. L. SULLIVAN LEATHER CO.,
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Blue Splits

SHAVED AND LEVELED to your specifications. Any weight and quality to your requirements.

Address H-10,
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300 W. Adams St.,
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Formulae Wanted

MANUFACTURER interested in acquiring formulae for manufacture of low cost resin and plastic finishes for leather on outright purchase or other basis. Address Box No. W-5, c/o Leather and Shoes, 20 Vesey St., New York 7, N. Y.

Blue and Pickled Splits For Sale

TRIMMED AND SORTED for weight and grade. Large quantities. Steady supply. Tell us what you are making and we will furnish a suitable selection. Address K-1, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Wanted

BAKER LAYTON seasoning machine. 5 ft. with conveyor complete. State condition and price.

Address K-10,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Measuring Machine

MEASURING MACHINE WANTED: 5' or 6' Turner Correct, in very good condition, in New York area.

Address K-11,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Bargains

Leather Remnants, and plenty of it. Sorted to specifications. Textiles of all kinds in full piece, remnants and block cuts. Bargains. Only Bargains. 7 Floors of Bargains.

CENTRAL MERCANTILE CO.,
742 W. Taylor St.,
Chicago 7, Ill.

Rates

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$3.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Monday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.
300 W. Adams St. Chicago 6

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Salesman

WELL ESTABLISHED manufacturer in the East is interested in securing the services of a representative in the Middle West familiar with pigment and top finishes, resins, binders, lacquers and other specialties for the tanner's use. Write in detail concerning age, experience and compensation desired. All replies will be held in strict confidence. Address K-8, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Situations Wanted

Sales Or Administration

WIDE EXPERIENCE over 20 years, sales, merchandising, production, all types calf and side upper leathers and splits. Capable developing new lines and new fields. Experienced tannery management. Address Box W-4, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Splitter - Supervisor

EXPERIENCED—Thorough knowledge splitting and maintenance of splitting machines.

Please state fully what you have to offer. Replies confidential. Principals only. NO Shoppers.

Address K-7,
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Desires New Position

FOR MANY YEARS I have been associated with the Brightman Leather Co. in Brooklyn, N. Y., as finisher of fancy leathers—goat, sheep and sides; also luggage and garment leather, with full charge of finishing department.

Address W-6,
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20 Vesey St.,
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"Pacemakers of Progress"

Quimby's great book
for every shoe man
who wants to know—

- ... the relation of shoes to wearing apparel
- ... style fundamentals in shoe-making
- ... basic shoe designs
- ... development of modern shoe design
- ... modern shoemaking processes
- ... all about lasts
- ... facts about foot structure
- ... how to fit shoes
- ... how to flatter the foot

AND who wants to know the history of the shoe industry, its industrial stages in America and a quick reference to shoe terms and data.

Harold R. Quimby, a lifelong student of the shoe industry and one of its outstanding figures, has written the romance of the shoe industry in "Pacemakers of Progress." It's a book you ought to have now. Order it today.

\$ 6.00 PER COPY

Rumpf Publishing Co.,
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Enclosed is \$..... Please send me..... copies of "Pacemakers of Progress," by Harold R. Quimby.

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City:Zone.....State.....

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201 MAIN ST., WOBURN, MASS.

Coming Events

Oct. 2-6, 1954—Boston Advance Spring Shoe Market Week. Sponsored by New England Shoe and Leather Association. Hotels Statler and Touraine and member showrooms.

Oct. 24-27, 1954—National Shoe Fair. Sponsored by National Shoe Manufacturers and National Shoe Retailers Associations, Palmer House and other Chicago hotels.

Oct. 26-27, 1954—Fall Meeting. National Hide Association. Edgewater Beach Hotel, Chicago, Ill.

Oct. 28-30, 1954—Annual Fall Meeting of Tanners' Council of America. Edgewater Beach Hotel, Chicago.

Oct. 31-Nov. 3, 1954—Michigan Annual Shoe Fair. Sponsored jointly by Michigan Shoe Retailers Association and Michigan Shoe Travelers Club. Hotels Statler and Sheraton-Cadillac, Detroit.

Nov. 14-17, 1954—Semi-annual Parker House Shoe Show. Sponsored jointly by Parker House, Boston, and Boston Shoe Travelers Association.

Nov. 28-Dec. 2, 1954—Popular Price Shoe Show of America, Inc., for Spring and Summer 1955. Sponsored jointly by New England Shoe and Leather Association and National Association of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

Jan. 16-19, 1955—41st Annual Mid-Atlantic Shoe Show, sponsored by Middle Atlantic Shoe Retailers Association. The Benjamin Franklin, Philadelphia, Pa.

Feb. 10-22, 1955—Factory Management Conference. Sponsored by National Shoe Manufacturers Association. Netherland Plaza Hotel, Cincinnati, O.

Feb. 27-March 2, 1955—Allied Shoe Products and Style Exhibit for Fall and Winter 1955. Hotel Belmont Plaza, New York City.

March 1-2, 1955—Official showing of American Leathers for Fall and Winter 1955, sponsored by Tanners' Council of America. Waldorf-Astoria Hotel, New York City.

April 24-27, 1955—St. Louis Shoe Show, sponsored by St. Louis Shoe Manufacturers Association. Leading St. Louis hotels.

May 22-25, 1955—Annual Convention, American Leather Chemists Association. New Ocean House, Swampscott, Mass.

June 13-14, 1955—Annual Spring Meeting of National Hide Association, French Lick Springs, French Lick, Ind.

Aug. 28-31, 1955—Allied Shoe Products and Style Exhibit for Spring and Summer 1956. Hotel Belmont Plaza, New York City.

August 30-31, 1955—Official showing of American Leathers for Spring and Summer 1956, sponsored by Tanners' Council of America. Waldorf-Astoria Hotel, New York City.

Deaths

James A. Lippman . . . 64, prominent shoe wholesaler, collapsed and died of a heart attack Sept. 13 while at a federal building in Boston. He was founder and owner of James A. Lippman Co., Boston shoe wholesaling firm in which he was active since 1921. A native of Boston, he attended Boston English High School and lived in Brookline for the past 35 years. Lippman was a charter member of the Brotherhood Lodge of Masons, a member of Shawmut Lodge of Boston, The 210 Associates, a director of the Associated Jewish Philanthropies and a founder of Temple Kehillath Israel, Brookline. Surviving are his wife, Rose; a son, Bernard; a daughter, Mrs. Barbara Leventhal, three brothers, Louis, Samuel and Aaron; a sister and five grandchildren.

Samuel Rosenthal . . . 53, tannery executive, died Sept. 9 at his home in Bedford, Mass. He was purchasing agent and credit manager of Korn Leather Co., Peabody tanner. Active in civic and fraternal groups, he was a former president of the Peabody Rotary Club, former director of the Peabody Chamber of Commerce, and a member of the Adelphi Lodge of Masons. A graduate of Boston University Law School, he had practiced law for several years and was a veteran of World War I. Surviving are his wife, Lillian I.; a son, Harold M.; a daughter, Barbara A.; his parents, Harris and Rebecca; and three sisters.

James F. Ingraham . . . 78, retired leather manufacturer, died Sept. 9 at his home in Peabody, Mass. He was owner of the Eagan Co., Peabody leather firm and had served the town of Peabody as chairman of the board of selectmen and as an assessor. He was also noted as a bicycle rider, having won the world championship several times. Ingraham was extremely active in civic and fraternal affairs and once served as chief appraiser for the Port of Boston. He leaves two daughters, Mrs. John H. Chaplin and Mrs. Elizabeth I. Jelly; two sons, Robert U. and Richard Y.; two brothers and a sister.

Index to Ads

Amalgamated Leather Co's., Inc.	38
American Cyanamid Co., Dyestuff Dept.	7
American Extract Co.	24
Andrews-Alderfer Co.	21
Armour Leather Co.	25
Barbour Welting Co.	34
Barkey Importing Co., Inc.	29
Boston Machine Works Co.	15
Gallun, A. F., & Sons Corp.	2
Gaywood Mfg. Co.	35
Hadley Bros.-Uhl Co.	31
Hebb Leather Co., Inc.	18
Heminway & Bartlett Mfg. Co., The	19
Hooker Electrochemical Co.	17
Horween Leather Co.	18
Independent Die & Supply Co.	27
International Salt Co., Inc.	22
Lawrence Leather Co., A. C.	10
Lichtman, J., & Sons	35
Lignosol Chems. Ltd.	23
Lloyd Laboratories	24
Los Angeles Tanning Co.	35
Lynn Innersole Co.	Back Cover
Mutual Chem. Co. of America	9
Quirin Leather Press Co.	36
Robeson Process Co.	36
Ross & Sons Co., A. H.	25
Rueping, Fred, Leather Co.	39
Schlossinger & Cia. Ltda.	36
Singer Sewing Machine Co.	3 and 26
Snyder Buckram Co.	34
Trask, Arthur C., Co.	30
United Shoe Mchy. Corp.	20, 32 and 33
Wilner Wood Products Co.	5
Woburn Mch. Co., The	37

James V. McPhee . . . 74, retired shoe machinery executive, died Sept. 6 at his home in Claremont, N. H. He retired six years ago as local representative for United Shoe Machinery Corp. A native of New Brunswick, he had lived in Claremont for the past 40 years. Survivors include his wife, Adrianna; two sons and two daughters.

William J. Marshall . . . 78, shoe executive, died Sept. 7 in Moore General Hospital, Goffstown, N. H., following a short illness. He was former lasting room foreman in various shoe factories located in Manchester, N. H. Surviving are a brother, Warren H.; two nephews, two nieces and several cousins.

(Other Deaths on Page 24)



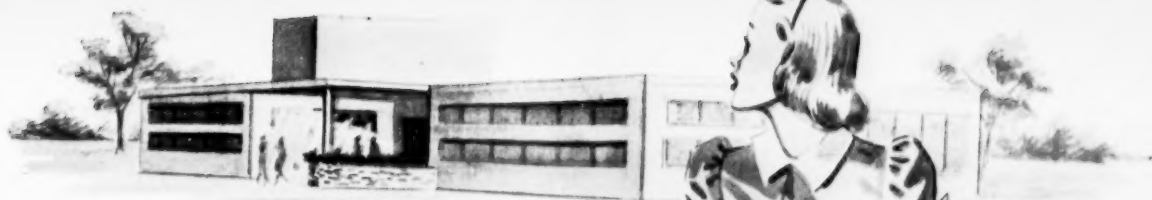
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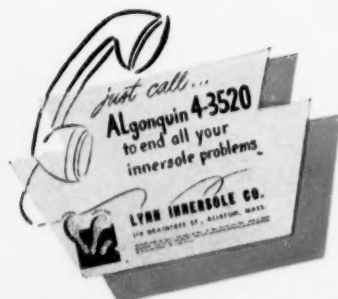
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Hy Feldman, Phil Snelder, Dave Harrison; MILWAUKEE and
CHICAGO: Phil J. Ott, Jim Ott; NASHVILLE — Ben W. Thompson.